

CENTRAL INTELLIGENCE AGENCY

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INFORMATION REPORT

CD NO

DATE INST 4 FEB 1952
NO. OF PAGES 1

NO. OF ENCLS.
(LISTED BELOW)

SUPPLEMENT TO
REPORT NO

SUBJECT Sale of East German BMW Sedans by USIA

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Some time ago the Central Commercial Bureau of USIA received a shipment of 80 BMW four-door sedans, 1951 model, which had been imported from Eastern Germany to be sold on the Austrian market. The firm of Stua & Hoepfl, Dodge and Hudson representatives located at Vienna I, Opernring 6-8, contracted to purchase 50 of these automobiles at a cost of 32,000 schillings per unit, on the condition that the remaining 30 not be made available to other Austrian dealers. Payment was effected partly in cash and partly in compensation goods consisting of medical and physiotherapy equipment which the automobile firm procured for shipment to Eastern Germany. Shortly thereafter it became known that a Vienna Communist who operates the firm Trautmann & Co* was offering the 30 automobiles at a retail price of less than 32,000 schillings per unit. Stua & Hoepfl will undoubtedly suffer a serious loss on their transaction with USIA, particularly since they had secured a short-term loan from the Leanderbank to cover the cash payment to USIA.

25X1A Comment: The 1951 Vienna telephone directory lists Eng. Wilhelm Trautmann, automobile dealer, at Vienna IX, Liechtensteinstrasse 45. The 1951 Industriecompass also lists an automobile firm Trautmann & Voelkl, Salzburg, Mertensstrasse 22.

Document No.	827
No Change in Class.	☐
☐ Declassified	
Class. (If changed To)	TS S ☒
Auth.	HR 70-2
Date	Aug 31 1970
By	

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